

Project Manager, XDI Europe

Full-time position

Location: Europe with flexibility to overlap with Sydney

Salary: Depends on location

Reports To: Head of Europe

Supported by: Data Analysts (currently all based in Australia)

Date: June 2022

XDI – The Cross Dependency Initiative is a global leader in climate change related physical risk. Our Australian based team brings over a decade of deep technical and industry expertise to climate risk data and advisory. Our mission is to shift the dial on climate change by providing the world’s best climate risk insights to governments, financial institutions and the private sector.

XDI’s European client base has grown rapidly over the last year through a network of resellers and in direct relationships with clients. We now need an outstanding project manager on the ground to lead our European project work.

As Project Manager at XDI you will be responsible for driving the delivery of projects for clients in infrastructure, finance and government both locally and internationally, and contributing to our mission to shift the dial on climate change in corporate action. You will need to take ownership of significant client relationships, working collaboratively across the organisation to deliver outstanding insights and value to our customers and help expand participation in our major projects.

You will work closely with data analysts and the science and technology team to deliver project outputs, and closely with clients in turn to ensure their needs are met, or to deepen engagement for further solutions to complex problems. You will require a sound technical understanding of XDI technology and excellent communication skills to manage external and internal relationships.

The Role

- Lead the delivery of project outputs for large and small clients
- Develop and maintain long term client relationships to support business growth
- Deepen client engagement to help create risk awareness in the client, in order to drive expansive solutions to complex problems in climate risk analysis
- Collaborate across teams to ensure high quality technical and communication outputs that satisfy customer needs
- Direct the work of data analysts towards meeting customer needs
- Maintain detailed, transparent project management systems that capture project requirements and ensure timely delivery
- Facilitate the onboarding of new clients and the training of existing ones

Key Responsibilities

- Work with long term high value clients (e.g., resellers, corporate entities, listed companies and large utilities) to respond to emerging needs, advocating solutions and delivering agreed project outcomes
- Lead on client facing and technical projects ensuring delivery of quality outcomes on time and within agreed budget parameters
- Create and follow project plans, managing multiple projects and implementing customer requirements, including project inter-dependencies and internal competition for resources
- Manage and track risks, actions and decisions and maintain project budget and profitability
- Identify and resolve or escalate issues and risks and report on project progress, offering viable solutions
- Identify and progress upselling opportunities with existing clients and new clients
- Coordinate with technical, science and analytic teams to deliver projects in a cohesive and smooth manner
- Supervise analysts to streamline project deliverables.
- Work with the Technical, Science and Product Development teams on emerging client needs, and opportunities to increase efficiency/scalability

Key results:

- Projects are delivered profitably and on time
- Client feedback is consistently positive, indicating XDI has added value to the client's objectives.
- Clients recommend XDI to their networks
- The project delivery team agrees it has been an effective and enjoyable process with minimum stress and unnecessary handling/rework.

Values

We are a values driven organisation and recruit accordingly.

- Climate commitment - Professional or voluntary experience in climate change action, analysis, representation, or campaigning within private sector, NGO, Government or academia.
- Care - Genuine desire to look after people both within the organisation and externally
- Generosity – a willingness to listen well, work collaboratively, represent progressive ethics, strive for a better way

Qualifications and Experience

- Tertiary degree in STEM, working background in maths/science/engineering/climate
- Demonstrated Project Management expertise
- Minimum 10 years industry experience (preferably in a science, government, finance or engineering roles)
- Exposure to a technical consulting environment preferred
- Demonstrated experience as a thought leader within their chosen field

Attributes

- Strong (written and oral) communication skills, and an ability to confidently lead productive, positive and outcome-driven discussions
- Ability to collaborate across various functions of the organisation including tech, sales, and analysis teams
- Resource management skills to manage project needs and respond in an agile way to changing requirements
- Solution-orientation and creative thinking
- Relationship management skills, employed to build rapport and trust with project team and clients

Enquiries:

Att: Stephanie Ziersch, GM XDI

e: stephanie.ziersch@xdi.systems

Att: Zafi Bachar, Lead Project Manager, XDI

e: zafi@xdi.systems